

"The Trial Theme As a Story"

A Videotape by Michael E. Tigar

Running Time: 75 minutes

Agenda

9:00 a.m. - 10:15 a.m.

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| I. | Idea One: | Jury empowerment is the key element of litigation |
| II. | Idea Two: | Tell me the story in three minutes or less |
| III. | Idea Three: | Three simple devices to manage your case - chronology, your who's who, exhibit list |
| IV. | Idea Four: | Know the evidence rules and know objection strategy |
| V. | Idea Five: | Control the courtroom |
| VI. | Idea Six: | Your opening statement puts your credibility on the line |
| VII. | Idea Seven: | Direct examination is a conversation with a witness, done for the benefit of others who may be listening |
| VIII. | Idea Eight: | The jury does not know the client's journey: therefore, begin at the beginning |
| IX. | Idea Nine: | To cross-examine effectively, you must learn purposes, techniques and objectives. There are no formulas |
| X. | Idea Ten: | A good expert witness is a mid-trial summation. The other side's expert is your chance to teach your theme |
| XI. | Idea Eleven: | Closing argument won't win the case for the client, but can lose it for the lawyer |